

VDBA Connections

The Virginia Department of Business Assistance offers “live” resource connections to businesses and partners all across the Commonwealth, throughout the year, with our special events and traveling workshops. While we encourage the use of our online resources as the primary tool for information gathering, VDBA recognizes that increasing business capacity still requires the human touch. We sponsor or participate with allies in seminars, workshops, and meetings in every corner of the state, emphasizing networking relationship-building. Pre-registration for VDBA events is requested!

VDBA Special Events

From time to time, VDBA sponsors major business conferences or seminars that bring comprehensive resources to the table, either statewide or regionally. Our upcoming special events:

Business Enterprise Fair, May 14, [Dabney Lancaster Community College](#), Clifton Forge, 8AM – 5PM. Entrepreneurs will find helpful workshops and training sessions, as well as all federal, state, and local resource providers, under one roof. Enterprise Fairs are FREE. More information and registration instructions are [here](#).

Business on the Beach, June 22nd, [Virginia Beach Convention Center](#), 7:30AM – 2PM. This event will feature workshops geared to every business level, procurement assistance, SWaM and eVA training, networking with state and federal agencies, and exhibits by an array of business resource providers. The luncheon speaker will be VDBA Director and former private business consultant Louisa M. Strayhorn. Information and registration instructions will be found [here](#) when available.

Selling to the Commonwealth Workshop Series

Selling to the Commonwealth is VDBA’s continuing series of events to encourage businesses become vendors to state and local government and/or improve the marketing of their products to state and local buyers. These workshops include representatives from the Department of Minority Business Enterprise (DMBE), discussing SWaM (Small, Woman and Minority-owned) certification and VDBA or Department of General Services (DGS) training on using the eVA system for bidding on state and local contracts. All *Selling to the Commonwealth* events are posted [here](#).

Future *Selling to the Commonwealth* workshops:

April 18	Arlington
April 24	Middletown/Winchester
April 30	Farmville

Entrepreneur Express: Moving Your Business Forward Workshop Series

Successfully tested throughout Southwest Virginia, *Entrepreneur Express* workshops will soon be introduced statewide. These events, covering a half-day, are designed for the unique needs of start-up and early stage businesses. Training is offered and resource providers are on-hand to provide on-the-spot assistance and follow-up. Over 400 new or prospective business owners have attended *Express* events since October, 2006. Learn more about these events at vastartup.org.

Upcoming *Entrepreneur Express* workshops:

April 25	Rocky Mount
May 24	Richlands
June 5	Atlee (Hanover County)
June 6	Damascus
July 19	Halifax County
August 16	Abingdon

For more information about VDBA Connections, or to make comments/suggestions, email feedback@vdba.virginia.gov